

**Massachusetts Division of Insurance**  
**Quarterly Report of Membership in Health Maintenance Organizations**  
**as of September 30, 2003 <sup>1</sup>**

**COMPARISON OF 3rd QUARTER MEMBERSHIP TO LAST THREE QUARTERS**

					Member Change 2nd Qtr. 03 to 3rd Qtr. 03	Percent Change 2nd Qtr. 03 to 3rd Qtr. 03	3rd Quarter 2003 Share of Massachusetts HMO Market
	4th Quarter 2002 Members at End of Quarter	1st Quarter 2003 Members at End of Quarter	2nd Quarter 2003 Members at End of Quarter	3rd Quarter 2003 Members at End of Quarter			
<b>Aetna Health Inc.</b>	28,175	22,267	19,285	16,851	(2,434)	-12.62%	0.7%
<b>CIGNA HealthCare of Massachusetts, Inc.</b>	58,877	54,482	49,872	34,310	(15,562)	-31.20%	1.5%
<b>ConnectiCare of Massachusetts, Inc.</b>	6,667	6,866	8,149	7,991	(158)	-1.94%	0.4%
<b>Coordinated Health Partners, Inc. <sup>2</sup></b>	5,172	0	0	0	0	0.00%	0.0%
<b>Fallon Community Health Plan, Inc.</b>	181,364	177,374	177,563	177,992	429	0.24%	7.8%
<b>Great-West Healthcare of Massachusetts, Inc. <sup>3</sup></b>	1,725	692	519	393	(126)	-24.28%	0.0%
<b>Harvard Pilgrim Health Care, Inc.</b>	503,649	501,075	518,348	550,256	31,908	6.16%	24.1%
<b>Harvard Pilgrim Health Care of New England, Inc. <sup>4</sup></b>	5,286	5,147	5,229	4,641	(588)	-11.24%	0.2%
<b>Health New England, Inc.</b>	63,836	61,203	61,829	62,580	751	1.21%	2.7%
<b>HMO Blue <sup>5</sup></b>	799,896	761,881	766,750	755,572	(11,178)	-1.46%	33.2%
<b>Neighborhood Health Plan, Inc.</b>	124,562	123,227	119,229	116,247	(2,982)	-2.50%	5.1%
<b>Tufts Associated HMO, Inc. <sup>6</sup></b>	639,124	590,417	558,223	525,246	(32,977)	-5.91%	23.1%
<b>UnitedHealthcare of New England, Inc.</b>	33,310	25,835	28,093	26,641	(1,452)	-5.17%	1.2%
<b>Totals</b>	2,451,643	2,330,466	2,313,089	2,278,720	(34,369)	-1.49%	100.0%

<sup>1</sup> Information reported by HMOs as of the end of the third quarter of 2003, based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 1.1" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Some reports filed by HMOs prior to the first quarter of 1997 included members for whom the HMO did not bear any financial risk, and those reports would, therefore, not be comparable to the information shown in this table.

<sup>2</sup> Doing business as Blue CHIP/Coordinated Health Partners, Inc. The company has nonrenewed all Massachusetts-based individual and group policies, but continues to have members residing in Massachusetts covered under Rhode Island based groups. The company has signed an agreement with the Division to provide certain Massachusetts mandated benefits to Massachusetts-residing members as a substitute to maintaining an HMO license. The report will cease to reflect company members beginning with the fourth quarter 2003 report.

<sup>3</sup> One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

<sup>4</sup> As of June 30, 2003, Harvard Pilgrim Health Care of New England, Inc. no longer offered group products to Massachusetts employer groups. Beginning 3rd quarter 2003, membership reported reflects Massachusetts residents covered under New Hampshire based groups.

<sup>5</sup> A line of business of Blue Cross and Blue Shield of Massachusetts, Inc.

<sup>6</sup> Doing business as Tufts Associated Health Plan and as Tufts Health Plan.